

NDIA SBA Conference

Panel on:

**The Bottom Line – (Enabler Class 9:
Business Case Evidence)**

17 May 2001

Moderator:

Bill Waite

The AEgis Technologies Group

Panel Members

**Mr. Rick Cozby for Dr. C. David Brown
Director, Test and Technology
U.S. Army Developmental Test Command**

**Dr. Hank Dubin
Director, Assessment and Evaluation
Office of the Assistant Secretary of the Army
(Acquisition, Logistics, Technology)**

**Ltc. Scott D. Ley (for Col. Phil Faye)
USAF ESC / CX**

**Dr. Robin Miller
DERA / Synthetic Environments Coordination Office
(SECO), UK Ministry of Defense**

Panel Context

- **Premises**
 - SBA is 'given'
 - 'Enablers' are identified
 - Business Case is a precondition for SBA
- **Intention**
 - Find the 'stoppers'?
 - Make SBA work!

Business Case

- Definition -

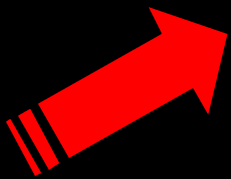
A 'Business Case' is an expression of how some practice may be perceived as appropriate by the relevant stakeholders and so support their judgment to commit to the practice

Business Case

- Factors -

Business Case

**= f (business process / practices,
roles / perspectives,
cost / benefit management,
context of interpretation,
...)**

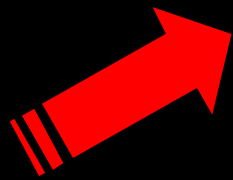


Business Case

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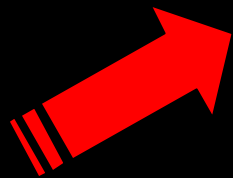


Business Case

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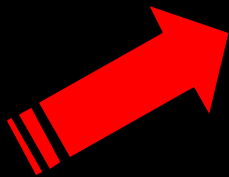


Business Case

- Factors -

Business Case

**= f (business process / practices,
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Charge to the Panel

**What ACTIONS must occur for
Business Case 'enablement' of
SBA to be achieved?**